

Message Text

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PAGE 01 GABORO 02119 031053Z
ACTION AF-10

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USDOC WASHDC

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USDOC FOR BIC/OIM

E.O. 11652: N/A
TAGS: EFIN, BC
SUBJECT: MOTOROLA SUCCESSES AND FUTURE PLANS IN BOTSWANA

REF: (A) GABORONE 1834, (B) GABORONE 1338, (C) GABORONE 1633,
(D) STATE 185299

1. MOTOROLA SOUTH AFRICA REPRESENTATIVE DAVID SPRAUGE-JONES AND TWO COLLEAGUES (MR. NEUMANN AND MR. PAZOREP) CALLED AT EMBASSY SEPTEMBER 1 TO INFORM US THAT MOTOROLA HAS BEEN SELECTED AS CONTRACTOR FOR NEW BOTSWANA POLICE FORCE COMMUNICATIONS SYSTEM. ACCORDING TO SPRAUGE-JONES, DANISH AND DAPANESE FIRMS ACTUALLY SUBMITTED LOWER BIDS, BUT GOB SELECTED MOTOROLA BECAUSE OF ITS TECHNOLOGICAL QUALITY AND SUPERIOR SYSTEMS DESIGN.

2. SPRAUGE-JONES TOLD US THAT MOTOROLA SYSTEM WILL LINK FIFTEEN PRIMARY BOTSWANA POLICE FORCE STATIONS IN TELEPRINTER NET WHICH WILL ALSO HAVE LIMITED VOICE COMMUNICATIONS CAPABILITY. AFTER MOTOROLA SALE TO BOTH BDF AND POLICE, SPRAUGE-
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JONES BELIEVE THAT MOTOROLA IS NOW "NUMBER ONE" COMMUNICATIONS COMPANY IN BOTSWANA. ACCORDING TO SRAUGE-JONES, BOTH THE BDF AND POLICE FORCE SALES WERE IN THE \$700,000 RANGE.

3. IN VIEW OF ITS EXPANDING BUSINESS IN BOTSWANA, MOTOROLA IS CONSIDERING ESTABLISHING PERMANENT OFFICE STAFFED BY

ONE MANAGEMENT EMPLOYEE AND ONE LOCAL-HIRE ADMINISTRATIVE EMPLOYEE. OFFICE WOULD BE CHARGED WITH TROUBLE-SHOOTING AND MAINTENANCE ON EXISTING BDF AND POLICE FORCE CONTRACTS AS WELL AS DEVELOPING NEW SALES POSSIBILITIES.

4. ACCORDING TO SPRAUGE-JONES, ONE OF FIRST TASKS FOR NEW OFFICE WOULD BE TO OFFER GOB MOTOROLA COMMUNICATIONS GEAR IN CONNECTION WITH CONTINGENCY PLANNING TO OPERATE RAILROAD SHOULD RHODESIAN MANAGEMENT FAIL. MOTOROLA BELIEVES THAT SIGNIFICANT AMOUNT OF COMMUNICATIONS EQUIPMENT WOULD BE REQUIRED IF BOTSWANA ACTUALLY HAD TO ASSUME RESPONSIBILITY FOR RUNNING RAILROAD. SPRAUGE-JONES TOLD US HE PLANS TO RETURN IN MID-SEPTEMBER TO DISCUSS RAILROAD COMMUNICATIONS WITH GOB CONTINGENCY PLANNERS. ON ADVICE OF GOB MINISTRY OF FINANCE AND DEVELOPMENT PLANNING, EMBASSY INTENDS TO REFER MOTOROLA REPS TO MINISTRY OF WORKS AND COMMUNICATIONS PLANNERS WHO MIGHT BE INTERESTED IN CONTINGENCY RAILROAD COMMUNICATIONS.
NORLAND

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Message Attributes

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